


# Manufacturing Month Webinar Series:

## Early-Stage Manufacturing

Webinar October 7, 2021

***Celebrating Manufacturers and the Resources  
They Use for Growing Global Sales***





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## Early-Stage Manufacturing

### Today's Host

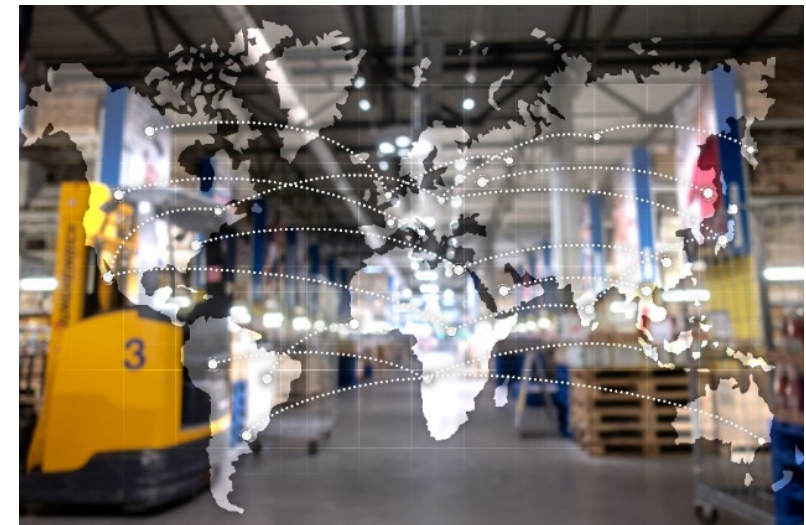
*Wendy Peebles*

U.S. Census Bureau



# Agenda

- Welcome Remarks
- Business Roundtable
- Agency Programs & Services for Early-Stage Manufacturers
  - SBA
  - MEP National Network
  - U.S. Commercial Service
- Audience Q&A Session





# Today's Special Guest

## Welcome Remarks:

***Bailey DeVries***

Associate Administrator  
Office of Investment & Innovation  
U.S. Small Business Administration







# Manufacturer Roundtable



**Moderator:**

***Pam Plagens***

Advanced Manufacturing Team Leader

**U.S. Commercial Service**

**U.S. Department of Commerce**

***Anthony Mulligan***

CEO/President

**Hydronalix**



***Samantha Snabes***

Co-Founder: Catalyst

**re:3D**





**Anthony Mulligan**

CEO/President

# Hydronalix

Green Valley, Arizona



- Hydronalix is a small high-tech company specializing in extreme performance, small unmanned vehicles, both for water and air.
- Founded in 2009, the company has grown to be internationally recognized for its robotic water rescue systems and advanced small unmanned surface vehicles.
- Hydronalix effectively tapped SBA's SBIR program for initial R&D support that lead to the creation and commercialization of Emily, a beach and ocean rescue drone, now sold in 33 markets around the world with help from SBA's STEP grant and the U.S. Commercial Service's Gold Key program.

[www.hydronalix.com](http://www.hydronalix.com)



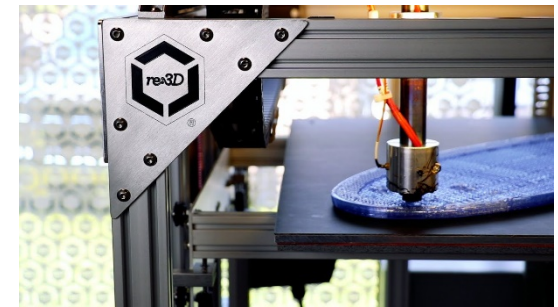




***Samantha Snabes***  
Co-Founder: Catalyst

## re:3D

Austin, Texas



- Manufacturer of 3D Printers, spun out of Engineers Without Borders – NASA Johnson Space Center in 2013
- Social enterprise pioneering innovations to reduce the cost & scale barriers to 3D printing to create jobs & enable problem-solvers worldwide to independently address local needs
- Customers in 50+ countries around the world
- re:3D® leveraged the SBIR program to launch their technology and tapped the SBA STEP grant and Department of Commerce support to expand globally

[www.re3d.org](http://www.re3d.org)





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The nation's largest source of early-stage non-dilutive funding for innovative technologies. We invest in your solution and take zero equity, giving you the freedom to run your business according to your vision.

[www.sbir.gov](http://www.sbir.gov)

# Agencies that Participate in SBIR & STTR

Department of  
Agriculture  
(USDA)

Department of  
Commerce  
(DoC)  
NIST, NOAA

Department of  
Defense  
(DoD)

Department of  
Education  
(ED)

Department of  
Energy  
(DOE)

Department of Health  
and Human Services  
(HHS)  
NIH, FDA, CDC, ACL

Department of  
Homeland Security  
(DHS)

Department of  
Transportation  
(DOT)

Environmental  
Protection Agency  
(EPA)

National  
Aeronautics and  
Space  
Administration  
(NASA)

National Science  
Foundation  
(NSF)

[www.sbir.gov](http://www.sbir.gov)

# Building & Connecting an Inclusive Innovation Ecosystem


SBA works with a number of local partners to counsel, mentor, and train small businesses in the innovation ecosystem.

### Find Local Assistance

**Local resources might be right around the corner**  
The SBA works with a number of local partners to train and support potential SBIR/STTR applicants around the country. Check now to find the help you need, from proposal assistance to SAM registration, commercialization support to industry connections.

Find a local resource near you:

Select a state ...

A map of the United States with a dark blue silhouette. Six yellow location pins are placed on the map, indicating various locations across the country where local assistance is available. The pins are located in the West, Midwest, and East.

[www.sbir.gov/local-assistance](http://www.sbir.gov/local-assistance)



# Grants to Help Reach International Buyers



The **State Trade Expansion Program** or STEP provides grants to U.S. states/territories to help small businesses to go international.

- **Eligible Uses of Funds include:**
  - Training workshops
  - In-person and virtual trade missions
  - Services to support foreign market entry
  - International Partner Search
  - Website optimization for global sales
  - Website translation to attract foreign buyers
  - Design marketing media and more



Visit [sba.gov/STEP](https://sba.gov/STEP) to find out if your state/territory is participating in STEP.

# Exporting

## SBA Can Help You Compete

1



### Business Intelligence for Changing Times

Get advice on exploring  
export markets at  
[sba.gov/tradetools](https://www.sba.gov/tradetools)

2



### Grants to Reach International Buyers

See if your state/territory  
offers grants at  
[sba.gov/international](https://www.sba.gov/international)

3



### Financing for Your International & Supply Chain Sales

Contact your local export  
finance manager at  
[sba.gov/international](https://www.sba.gov/international)

# Get Help From SBA

## Innovation

- For **information**, visit: [www.sbir.gov](http://www.sbir.gov) or email [technology@sba.gov](mailto:technology@sba.gov)
- For **training and financial assistance** for SBIR applicants, find Federal and State Technology Partners at [www.sbir.gov/about-fast](http://www.sbir.gov/about-fast)
- **Stay In Touch** with [@SBIRgov](https://twitter.com/SBIRgov)  
[#seedthefuture](https://twitter.com/SBIRgov)



[bit.ly/JoinSBIRList](https://bit.ly/JoinSBIRList)

## Exporting

- For **advice**, visit [www.sba.gov/tradetools](http://www.sba.gov/tradetools) or email [international@sba.gov](mailto:international@sba.gov)
- For a list of State Trade Expansion Program (STEP) with **grants** visit [www.sba.gov/STEP](http://www.sba.gov/STEP)
- For **export finance** questions and help navigating SBA resources, locate and connect with one of our Export Finance Managers at [www.sba.gov/international](http://www.sba.gov/international)
- **Stay Informed** with SBA's Export Newsletter and Webinars: [sba.gov/newsroom](http://sba.gov/newsroom)

[www.sba.gov/local-assistance](http://www.sba.gov/local-assistance)





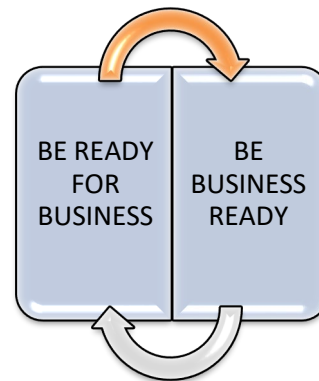
manufacturing  
extension  
partnership

# EARLY-STAGE MANUFACTURER WEBINAR

OCTOBER 7, 2021

Scott Bryant, NM MEP

# GROWING NEW MEXICO'S MANUFACTURING:



- Focus on: entrepreneurship/commercialization
- Help new companies into business, networks
- Build readiness/resilience in existing companies
- Expand products to our internal NM markets,
- Export NM materials, energy, and products to markets outside the state
- Pull new wealth, skills, and equipment into the state

# DELIVERING ON-THE-FLOOR SYSTEMS & TOOLS STATEWIDE

Projects & Training Based  
Long-Term & Drop-In Relationships  
Focused on New Mexico Registered SMEs



System  
Principles /  
Framework  
Options



Scientific  
management



Lean



Agile / Flexible



Virtual





# MANUFACTURING EXTENSION

**Team of manufacturing, engineering, and commercialization experts that are available to assist manufacturers and entrepreneurs overcome barriers to growth.**

**+ Process Optimization + Product Development + Scale-up Processes + Lean Methodologies + Workforce Development + Growth Services + Efficiency + Quality Management Systems + Manufacturing Safety + Automation + Supply Chain + Connections**



# NEW MEXICO MEP AND THE EMERGING MANUFACTURER

Topic Example:

Mezel Mods Inc.

New Mexico Small Manufacturer of the Year (2019)

<https://www.youtube.com/watch?v=ggDbrXYmTl4>

**Mezel Mods New Mexico Made Profile Page**

[https://newmexicomep.org/company\\_profiles/mezelmods/](https://newmexicomep.org/company_profiles/mezelmods/)



# THANK YOU

## Workforce Training and Client Meeting Facilities

8600 San Mateo Blvd. NE  
Suite 100  
Albuquerque, NM 87113  
(505) 262-0921





# Grow Global

**Steven Murray**

**Global Growth Lead for Tech Firms & Startups**

**U.S. Commercial Service, Pittsburgh, PA**

**412-644-2819**

**[Steven.Murray@trade.gov](mailto:Steven.Murray@trade.gov)**

# Advancing Your Global Priorities

100+ US AND OVER 75 INTERNATIONAL OFFICES – DETAILS ON VIRTUAL/REGULAR SERVICES [HERE](#)



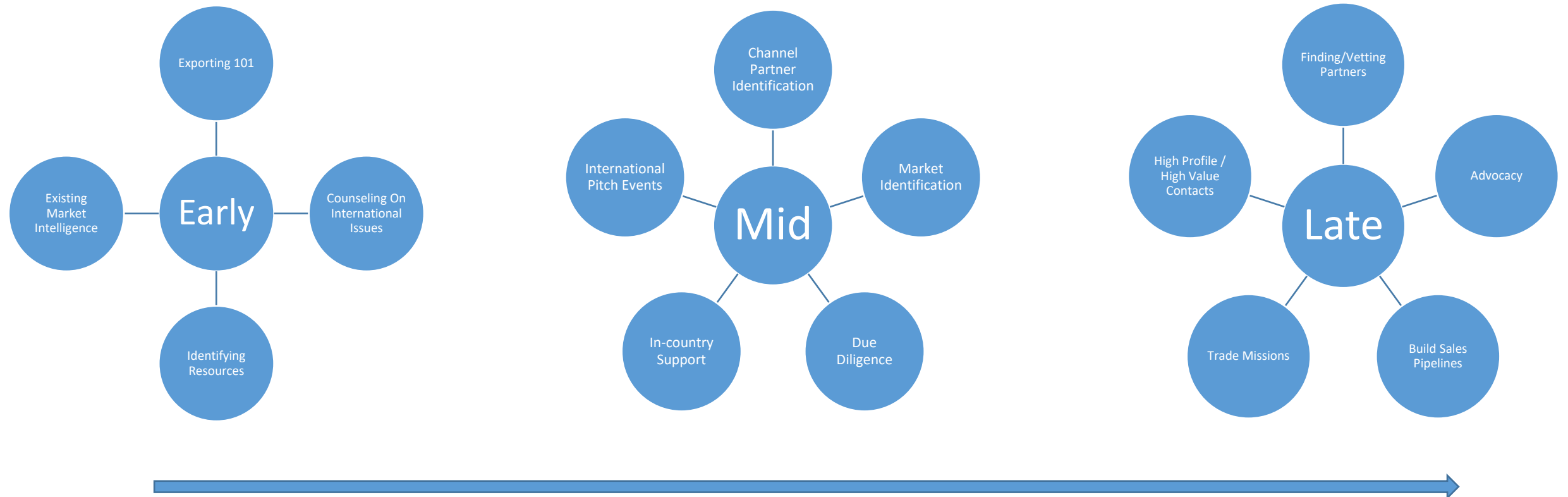
**START BY CONNECTING WITH  
OUR OFFICE NEAR YOUR US HQ**

**IT'S YOUR ENTRY POINT TO OUR  
GLOBAL NETWORK**

**ASK ABOUT YOUR STATE'S  
RESOURCES TO HELP YOUR  
GLOBAL GROWTH**

[Find Your Local Office](#)

# Our Value Proposition by Lifecycle Stage



Visit [Trade.gov](https://www.trade.gov) to find more on growing globally

# Celebrating Manufacturing Month

